

SecureData Group And Vigil Tech Merge Forces

Two leading Australian companies have merged to provide a formidable force in designing and deploying end to end information availability infrastructures. SecureData Group (SDG) has an established track record in backup/storage and disaster recovery and Vigil Tech is highly skilled in enterprise servers, operating environments, databases and security.

The merged entity will keep the SecureData Group name and create a team of over 70 people spanning Sydney, Melbourne and Canberra. Combined turnover is reported at over \$40 Million.

Evan Penn, Secure Data Group Managing Director, states that the merger will greatly enhance the value proposition to joint client, vendor and alliance partners by delivering significant benefits from the combined strengths of the new organisation.

SecureData Group is a pure backup and storage specialist, with a blue chip client base of over 300 companies nationally, installing more enterprise SAN, NAS and centralised backup solutions than any other vendor independent company in Australia. SecureData Group represent world leading storage technologies, including EMC, Veritas, Quantum, Network Appliance, Compaq and Legato, and have won multiple partner awards with many of these vendors over the years.

Vigil Tech has been working with similar high-end clients, specialising in database rollouts, server consolidations, Microsoft Windows 2000 migration and security/firewall installations. The company specifically designs and deploys enterprise infrastructure rollouts for major applications including SAP and Oracle and associated operating environment deployments including Windows and Exchange 2000 migrations. Vigil Tech solutions typically involve HP, Nokia, Checkpoint, Veritas, CommVault, Citrix and Microsoft. HP has awarded Vigil Tech the Best in Class Partner award four years running in recognition of their exceptional solutions in the high-end Enterprise Server arena.

Peter Robinson, Vigil Tech Managing Director, sees the merger as a phenomenal blend of technical and consulting skills, resulting in a holistic solution set. He explains, Vigil Tech has strong consulting skills in infrastructure, database building and security for high performance applications. But in many cases in the past, we have had to walk away from whole of infrastructure solutions, because we did not have access to disaster recovery consulting skills or specific product lines including EMC and Network Appliance.

SecureData Group is particularly strong on the Disaster Recovery (DR), backup and storage consulting side, with in house DR/BCP consultants and a strong alliance with Ernst and Youngs e-Risk division.

Robinson commented that application vendors he had spoken to are excited by the announcement, because the joint offering will provide clients with a skilled partner ensuring a stable, scalable, high performance infrastructure build, with information availability at its core.

Gina Burman, SecureData Group HR Manager cited Our combined teams include over 20 sales people and 30 technical and consulting staff, with almost no overlap of products/solutions. This gives us the ability to co-market each company's products and services portfolios to a combined client base. The intention of the merger is to use the complimentary products and skills to grow the company and take it to the next level. This is therefore a very exciting time for us all.

David Solsky, SecureData Group Sales Director stated that his Managed Service offerings around backup and storage are nicely complemented with Vigil Techs Systems Management division.

Vigil Tech have performed some very large installs, with deals as big as \$6 Million, so the ongoing value add services in these accounts is paramount. Our combined entity can now maintain the levels of application availability, manageability, performance and protection these larger clients demand.